

PENNSYLVANIA STATE CHAMBER OF COMMERCE

AGRICULTURAL BUREAU

**DEVELOPMENT OF AGRICULTURE
AS AN INDUSTRY IN
PENNSYLVANIA**

BY

Fred Rasmussen

Secretary of Agriculture

Alba B. Johnson

President State Chamber of Commerce

**Telegraph Building
Harrisburg, Pa.**

Harrisburg, Pa., December, 1919.

Repeated requests have come to the Pennsylvania State Chamber of Commerce for additional copies of the Proceedings of the annual meeting, held September 29-30, 1919. Many of these requests have evinced unusual interest in the addresses which dealt with agriculture.

To provide more extensive distribution in ready form for the perusal of the farming interests of the State, there are reprinted herewith the addresses of Alba B. Johnson, President of the Pennsylvania State Chamber of Commerce, and Fred. Rasmussen, Secretary of Agriculture, State of Pennsylvania. Both contain illuminating facts and interesting data with relation to the growing importance of agriculture and its development into a towering industry in this great Commonwealth. This pamphlet also contains the resolution unanimously adopted at the annual meeting dealing with the return due to agriculture.

An announcement of interest will be made in the near future regarding the Agricultural Bureau of the Pennsylvania State Chamber of Commerce.

GEORGE E. FOSS,
General Secretary.

PENNSYLVANIA AGRICULTURE.

By FRED RASMUSSEN, Secretary of Agriculture of Pennsylvania.

Mr. Chairman and Gentlemen:—It has been a great privilege for me to listen to the splendid paper read by your President*, not only for the high ideals presented, but also for the very splendid view that was taken of agriculture as an industry, as an industry in which to consider the right and the importance of the farmer.

It is doubtful there is an area under one government which can boast as diversified an agriculture as can the State of Pennsylvania. The geographical location of the State is such that in some sections are found conditions similar to those of the great corn belt of the West and of the tobacco areas of the South, while in other sections conditions are more suitable for grazing and livestock raising. The nearness to market not only of the nine million people within the State, but millions in such cities as New York and Baltimore are in close proximity to fertile areas in Pennsylvania. The nearness to market adds to their opportunities for profitably growing the great varieties of products within the State. Go to the farther corner of the State, to Greene County, and you will find beautiful blue grass hills covered with beef cattle and sheep; in Erie County, the vineyards; in Bradford, Susquehanna and Tioga Counties, dairy cows and more dairy cows; in Lehigh County, extensive potato fields; Franklin and Adams Counties are made beautiful and profitable by splendid peach and apple orchards; Lancaster County, with its tobacco, corn and fat steers; Chester County, besides its splendid farms for growing corn and wheat, boasts of its great mushroom and flower industry. These counties typify a high development of particular types of agriculture. In the vicinity of cities large areas are devoted to truck crops and small fruits. The fertile valleys of the State abound in wheat, corn and hogs.

There are 219,000 farms in the State of Pennsylvania and the value of all farm property, including land, buildings, implements and machinery, domestic animals and poultry, is \$1,629,000,000. Pennsylvania in 1918 produced crops at a total value of \$648,355,577, distributed as follows:—

Wheat	\$56,202,706	58
Corn	103,496,892	83
Rye	7,768,715	10
Oats	35,910,392	70
Buckwheat	10,249,104	53
Barley	578,452	00
Potatoes	37,564,590	56
Tobacco	14,501,850	00
Hay	112,927,565	55
Apples	14,352,187	50
Peaches	2,808,000	00
Pears	645,120	00
Plums, cherries, apricots, quinces and small fruits.....	3,000,000	00
Wool	2,850,000	00
Eggs	45,000,000	00
Dairy products	100,000,000	00
Honey	500,000	00
Vegetables	50,000,000	00
Pasture	50,000,000	00
Total	\$648,355,577	35

* The address of President Johnson will be found in this pamphlet on pages 10 to 13.

The labor of the farms of Pennsylvania last year represented \$250,000,000, of which approximately \$50,000,000 was hired labor and \$200,000,000 represented the work of the farmer and his family.

Agriculture is the most important and most extensive single industry of the State, first, because more people are engaged in agriculture than in any other business; second, because more capital is invested in agriculture than in any other single industry; third, because the total value of the products of agriculture is greater than the total value of products of any other industry; fourth, because agricultural products enter very largely into the commerce of the State.

GOVERNMENTAL AGENCIES FOR THE PROMOTION OF AGRICULTURE.

There are four distinct Governmental agencies supported by Federal and State aid for the promotion of agriculture, the Pennsylvania State Department of Agriculture, the Pennsylvania State College and Experiment Station with its Extension Service, the Vocational Schools and the United States Department of Agriculture. For any one of these agencies to work out their own program independent of and without regard for the kind of work done by others invariably leads to misunderstanding, jealousy and often to open warfare, a condition which exists in a number of States to-day. Where a lack of harmony exists between these agencies important fields of work are often left undone, duplication exists in other fields and the result is that the agricultural industry and the public are not receiving the benefit which the total amount of money appropriated for agricultural work would warrant. In Pennsylvania the agencies for the promotion of agriculture have agreed to eliminate waste and duplication and co-ordinate the agricultural work in the State. All will meet on a common platform "to serve the agricultural industry and the people of the Commonwealth."

The State Department of Agriculture will co-operate wherever possible with the United States Department. The people of Pennsylvania are entitled to the service which the Federal Department offers, but will never receive its share unless definite plans and policies are worked out for close co-operation. We do not intend to have the State's plan and policies dominated by the Federal Department, but we desire to utilize in working out our State program every available agency which will make the work more effective.

Under an act passed by the last Legislature, reorganizing the Department of Agriculture, the following six Bureaus were established: The Bureau of Animal Industry, Bureau of Plant Industry, Bureau of Markets, Bureau of Foods, Bureau of Chemistry and Bureau of Statistics. This organization was decided upon in order to define the work of the Department and co-ordinate the work with that of the State College and the Federal Department of Agriculture.

The Bureau of Animal Industry is confining its efforts to the control and eradication of animal diseases, especially tuberculosis and abortion in cattle, and hog cholera, diseases which cause losses of millions of dollars annually to the people of the State. A definite plan of co-operation has been established with the United States Department for the eradication of tuberculosis. Eight veterinarians in the employment of the United States Department, with headquarters in Harrisburg, are working with the Pennsylvania Bureau of Animal Industry. This work is supplementing the general educational livestock improvement plan of the State College.

The Bureau of Animal Industry in order to prevent the spread of diseases is distributing biological products. Last year over \$35,000 worth of biological products, such as hog cholera serum, vaccines for the prevention of anthrax and black leg were distributed free of charge to the farmers of the State. It is the purpose of the Department in every possible way to study and prevent the spread of disease.

The Stallion Registration work is under the supervision of this Bureau. At the present time there are registered 1,420 stallions in this State, but it is sad to relate that over one-half of these stallions are graded.

The Bureau of Plant Industry deals principally with the control of plant pests, nursery inspection and seed inspection. There is no country in the world

where the art of agriculture is so fearfully oppressed by destructive pests as in the United States. This is due, in large measure, to the terrific inroads of pests imported from foreign countries; in fact, at least 80 per cent. of our major insect and fungous pests are of foreign origin.

The constant war which must be waged against pests, which reduce the value of our agricultural output by at least \$2,000,000,000 every year, is of the greatest importance and must be directed with the greatest efficiency possible. This can be done only by education of those concerned and the widest reasonable publicity by every means.

One of the recent pests found in the United States is the potato wart disease. This disease is well known in Europe. It was first found in the mining sections near Pottsville and Hazleton, and later in Cambria County, and also recently in West Virginia. The disease is a fungous growth and infects the soil, making it almost impossible of eradication. It is a disease which makes the growing of potatoes in infected areas unprofitable.

Mr. Sanders, Director of the Bureau of Plant Industry, has just returned from Europe after making a study of infected areas in England, Scotland and Ireland. It appears that the European method of coping with this problem is to try to find or develop varieties of potatoes which are immune to disease. The Pennsylvania Department of Agriculture, the Pennsylvania State College and the United States Department of Agriculture have, in conjunction, established a laboratory in the infected area and by regulating the growing and shipping of potatoes are trying to keep the disease from spreading, at the same time making many variety tests of potatoes, hoping to find varieties not affected by the disease.

The Bureau of Foods is established for the protection of the public health and in order to prevent fraud and deception in the sale of products for human consumption. When the first food laws were enacted, 40 per cent. of the staple groceries were adulterated or misbranded, to-day the percentage of staple groceries which are unlawfully sold is less than 1 per cent.; in fact, there is very little difficulty with reference to this line of products. The food supply of 8,000,000 people is important and the laws enacted have accomplished every purpose intended by their enactment. The Legislature of 1919 has by several specific acts relative to the sale of food for human consumption, strengthened the food laws of the State and it is safe to say that Pennsylvania to-day has the best food laws of any State in the Union.

The Bureau of Chemistry is dealing with the registration of fertilizer, lime products and feeding stuffs and analyzing samples of these materials so as to regulate their sale according to law. Approximately 3,500 samples are analyzed during each year.

The sale of fertilizers in the State is estimated at 350,000 tons, valued at \$12,000,000.

The sale of feeding stuffs is estimated at 1,250,000 tons, valued at \$62,500,000.

The sale of lime is estimated at 301,000 tons, valued at \$2,400,000.

Frequently feeds and fertilizers are found which are not sold in compliance with the laws of the State and which fail to come up to the guarantee.

The economic value of the State in this work cannot be overestimated, because of the necessity of these products in our agricultural work and the large tonnage sold each year, representing many millions of dollars.

The regulatory work of the Department, whether it relates to human foods or agricultural products, has a very distinct value, not only in protecting the public against fraud and deception, but in protecting the honest business men and manufacturers, and in the work of enforcing the laws of the State we have the whole-hearted co-operation of the leading manufacturers and business men.

The Bureau of Statistics collects, tabulates and publishes monthly crop and livestock reports. The statistical information contained in these reports relates not only to the principal field crops and livestock, but much miscellaneous information along agricultural lines is collected and given to the public. Statistics are valuable, not only to give definite information relative to present conditions, but they are also of extreme value in showing agricultural development and changes in different branches of agriculture.

In the prosecution of the crop reporting work the Bureau has the services of nearly 800 farmers, who make regular reports. These reports are carefully selected, and it is our opinion that the information obtained is reliable.

Crop estimates which are reliable and unbiased are important not only to agriculture, but also to all those industries which deal with agricultural products. Public appreciation of accurate reports is increasing, owing largely to improved methods of marketing and distribution and to wider public interest in food products, which has developed since the beginning of the recent war.

In addition to the work outlined above the Bureau collects, compiles and publishes annually data pertaining to the sheep killed and injured by dogs, the amount of damages paid for the same, the number of dogs licensed, with the amount of dog licenses collected, and so on. Also, collects annually a list of county and local agricultural societies, with dates of fairs or exhibitions, as well as data pertaining to said fairs for the previous year.

In collecting and disseminating statistics the Bureau is planning extensive co-operation with the Bureau of Crop Estimates of the United States Department of Agriculture.

The Bureau of Markets, which was recently reorganized, is authorized by law to work with the farmers, distributors and all others interested in the movement of food products in the markets in such a manner as to systematize and economize in distribution. The Bureau will assist in the formation of farmers' business organizations whenever they can be of benefit. It will aim to secure more general standardization of farm products than is now practiced. The standardization of containers in which these products are sold is also an urgent need. The Bureau has the authority to establish such standard containers and in doing so will consult dealers and growers of produce.

There is a tremendous amount of misunderstanding abroad among our consuming public as to the methods and costs of distributing food products. Much unfair criticism has been levied against both growers and distributors. The Bureau of Markets has begun a survey of the distribution of food products in the city of Harrisburg, which it expects to extend to a number of other Pennsylvania cities. The purpose of these surveys is to secure accurate information which can be placed before the consuming public in order that it may have a more definite understanding of these matters.

It will assist in more general distribution among farmers of market reports, including the needs and demands of the various markets. It will endeavor to secure on the part of farmers fair and honest practices.

These are a few of the functions of this new Bureau, which has a large field for usefulness in this State.

COMMERCIAL AGENCIES FOR THE PROMOTION OF AGRICULTURE.

For a number of years various commercial agencies, such as railroads, manufacturers, bankers and Chambers of Commerce have added Educational Departments for the promotion of agriculture. Many of these agencies have done splendid work, others have accomplished very little.

In Pennsylvania the State Chamber of Commerce has shown its interest in the agriculture of the State by employing a man to deal with agricultural problems. The question arises, "How can an agricultural agent of the Chamber of Commerce be of service to the Chamber and to agriculture?" It is my opinion that he can render a great service to agriculture and to the Chamber of Commerce by bringing information about agriculture to the business men and manufacturers and by bringing information about business and manufacture to the farmers. There is great ignorance in the country both by the farmer and business men and manufacturer of the absolute inter-dependence existing between these industries. It is true there is a general feeling that such inter-dependence and inter-relation exists, but it is too hazy. It has not yet become a part of our thoughts and actions when dealing with economic problems as they arise.

Chambers of Commerce and business organizations can do very little for the promotion of agriculture when working alone. They can, however, be of inestimable help when working with established State agencies, such as the Department of Agriculture and the State College, with its Extension Service and Farm Bureaus, as many of the local Chambers of the State have done.

Constantly problems arise in the working out of which the agricultural agencies of the State need the support of the business interests. Agriculture needs the support of business men and manufacturers for the enactment of laws for its protection and development. Few laws for the promotion of agriculture will be placed upon the statute books by the farmer's own effort.

To illustrate: The Dog Law of 1917 was passed by the combined effort of the sheep raisers and wool and textile manufacturers of the State. It provides that all dogs must be licensed and kept under proper restraint. It has come to a point in this State whether to abandon sheep raising or regulate the keeping of dogs. It is an economic law for the protection of property, game and for the protection of human life, for many cases are on record of people dying from rabies from being bitten by stray dogs. There are probably as many dogs as sheep in the State, and there are a great many more dog owners than sheep owners. The counties of the State last year paid over \$84,000 damages for sheep and poultry killed by dogs and 75,125 unlicensed dogs were killed by officers enforcing the law. It is a law which is of economic value to all the people of the State, and yet it cannot be enforced or kept on the statute books unless backed by public sentiment. Appropriation for the promotion of agriculture needs the support of the commercial world not so much for the sake of the farmers as for their own sake and the public interest.

FUNCTIONS OF FARMERS' ORGANIZATIONS.

Within the past few months, legal proceedings have been instituted against several different farmers' selling organizations in the United States alleging restraint of trade. This action has great significance not only to farmers but to the whole public. It raises the question as to whether we want better business methods practiced by farmers in getting their products upon the markets or whether we prefer them to continue the same old haphazard methods that are frequently wasteful, costly and unbusinesslike.

Anyone, who is at all familiar with the temper of the farmers of this country to-day, knows full well that they are going to organize for business purposes. Regarding this movement there are two alternatives, one of which the public must choose. Either collective buying and selling by farmers must be recognized as a proper and legal method of business, or else we may expect to see farmers' unions organized simply for the purpose of demanding higher prices for their products and shorter working days, and the use of the strike as a method of obtaining these desires. It is unnecessary for me to call to the attention of this audience, made up of men thoroughly acquainted with the methods as used by organized labor, the unfortunate results which would certainly follow this method practiced by farmers.

There is evidently a misunderstanding as to the real purposes of farmers' organizations as they exist to-day. It is not true that the sole purpose is to increase prices. Farming is a business of small units, which fact has made difficult the introduction of good business methods used in other fields where large scale business could be more readily conducted. The only way that these better methods can be introduced into agriculture is through organizations of many farmers. These organizations have for their purposes the collection of larger quantities of products; more economical assembling; better grading, packing, shipping, warehousing; more and better credit and all the other things which enter into good business practice. This does not mean elimination of business men. On the other hand, it will benefit business, because whatever benefits agriculture reacts favorably upon the other industries allied with agriculture. Furthermore, the public generally must benefit by the introduction of these methods, since that will result in better products at lower selling costs.

PRICES OF AGRICULTURAL PRODUCTS.

Parallel with the great industrial and commercial development of this country was a period of harvesting nature's riches. Virgin forests were cut, crops were gathered from virgin soils and cattle were raised by the millions on free land. The opening up of the Mississippi Valley with its great area of

fertile land, easily and cheaply put under cultivation, and with the climate favorable to the growing of desirable crops made possible production of food so cheaply and in such quantities that it became a great economic factor throughout the entire world. Not only did agriculture become unprofitable in the East, but the influence of the fertile Mississippi Valley was felt throughout the old established agricultural sections in Europe.

The early settlers lived in log houses and on land worth from \$5 to \$10 an acre. They were willing to suffer privations and let their children go without an education for the sake of ownership of land. Their wants were few. Wheat, meat, milk, butter, cheese and eggs were plentiful and cheap. It was a wonderful period in which to develop our manufacturing.

Conditions have changed and to-day we are living in a period of unprecedented high prices. The war with its abnormal demand for production, the increase in currency and the increase in wages have contributed greatly to this higher price level. It must be remembered, however, that even before the war the upward trend of prices, due to natural economic causes, was alarming. Along with exhausting the available land came a rapid increase in population. Land values in the Middle West increased from \$5 and \$10 per acre to \$400 per acre. Land in the East and South, formerly unable to compete with the Western lands, had to be brought back into cultivation at an increased expense, all of which is adding greatly to the cost of food to-day.

The greatest single factor in the cost of food is labor. Hired labor on the farm is only a small part of the total labor cost of producing food. The universal increase in the price of labor on the railroads, in the coal mines, in the steel mines, in the oil fields and in industry and commerce is reflected in the price of food to-day. It is well to remember here that the war wages in the industries were established before the recent advance in the price of food. The farmer not only has to compete with the increased wages of workers in every field but the increased wages in the industries are reflected in the price of all the necessary things which the farmer has to buy, such as machinery, binder twine, oil, and the innumerable articles which it takes to equip a farm. Under a national policy establishing a minimum wage, an eight-hour day and time-and-a-half for over time, food prices must advance.

Manufacturers desire to see the lowest possible prices of raw material and food. Remember, however, the lowest price of agricultural products which any one can afford to see is the price which will maintain production; or, in other words, give to the farmer interest on his investment and a living wage.

If the agricultural industry, which represents approximately 33 per cent. of the people in the country, becomes unprofitable every industry will be affected. If you reduce very materially the purchasing power of the farmer, he hires little or no labor, he makes no improvements on his farms and buildings, he uses his old machinery, he does not buy automobiles, pianos or carpets, he buys less shoes and clothing for his family, and as a result, other industries are curtailed and there will be a great many idle people, and the idle people will not be able to buy the food which has been produced at a loss.

The more highly specialized agriculture and manufacture become, the more interdependent they become. From all indications this country is facing a most serious period. The victory just won with arms may be turned into an economic defeat unless adjustments are made along sound economic lines. Unfortunately there is in this country a general lack of understanding of economic principles and the complex inter-relation between capital, labor and the soil. If serious economic disturbances are to be avoided labor must realize that the progress of the world is measured not by the wages paid but by the work accomplished and that higher wages for limited amount of work will inevitably give those same higher wages relatively less purchasing power. Manufacturers have long recognized wages as the big labor problem. Within a few years they have found it necessary to interest themselves in housing conditions as a part of the labor problem. Only recently have some manufacturers come to realize that food is fundamental to that same labor problem.

Agriculture must no longer be considered as of interest only to the farmer. Agriculture is of interest to all the people and it is important therefore that manufacturers, business men and consumers understand and appreciate that the

development and success of the agriculture of the country is inseparable from their own success, welfare and prosperity.

A WORLD AGRICULTURE.

There was a time in this country when the prosperity of the business men in the towns and cities depended primarily upon the prosperity and development of agriculture in their immediate vicinity. As transportation facilities were developed cities became independent of the surrounding country for their food supplies. With railroad and steamship lines reaching to the remotest corners of the earth there are no more isolated places in the world. Knowledge of the market conditions in all parts of the world will be a matter of common knowledge. The tendency will be for prices of agricultural products throughout the world to equalize except for the difference in cost of transportation or the difference created if artificial barriers are established. The prices of staple agricultural products will be a world price. In 1918 the United States exported approximately \$2,000,000,000 worth of agricultural products. The high prices stimulated an increased production in the United States in spite of a labor shortage.

There is no danger in this country of an under-production of agricultural products unless the price to the farmer falls below a point where he receives less than a fair living wage. The profit of the American farmer will largely depend upon his ability to meet the competition of the world's market. The difference in cost of labor throughout the world will not be as great as before the war.

The American farmer has an advantage in the greater production per man, which in many instances more than offsets the greater production per acre in older agricultural countries. The American farmer has a disadvantage in being unorganized and having on the average less efficient livestock. A rapid improvement in livestock is absolutely necessary to meet foreign competition. This applies especially to Pennsylvania.

Denmark, a country one-third the size of the State of Pennsylvania, has a leading place in the world's market for agricultural products because of its system of agricultural co-operation, its highly developed livestock industries, and the watchfulness of the Danish government. That small country at the present time has agricultural experts attached to the foreign office in England, Germany and Russia. A month ago an attache in agriculture was permanently attached to the Danish Legation in Washington. If the American farmer is to meet the competition of the world's market, it is highly important that the United States Government studies agricultural conditions throughout the world for new ideas and new markets. An old Chinese philosopher once stated, *"The success of the well-being of the people is like a tree. Agriculture is its roots, manufacture its branches and life. If the root is injured the leaves fall, the branches break and the tree dies."*

In closing, Mr. President, I want to say that I have appreciated this opportunity of coming here to meet with you and your members, to hear your views and to have the opportunity of expressing mine; and I hope the State Chamber of Commerce will continue to take an active interest in agriculture in Pennsylvania. I want to assure you that the State Department of Agriculture will do everything possible to help you in the work, and to help get more clearly before the people of this State the wonderful agriculture of the State, and the relation that agriculture has to the industry and to the life of the people.

THE PRESIDENT. I think we all recognize the vital importance of the statement made by the Secretary of Agriculture, and we are certain that Pennsylvania does more work by its agricultural department than many other States in the Union.

PENNSYLVANIA STATE CHAMBER OF COMMERCE

PENN-HARRIS HOTEL, HARRISBURG, PA., SEPTEMBER 29, 1919.

Monday, September 29, 1919.

The convention was called to order at 2 o'clock p. m. by the President, Alba B. Johnson.

PRESIDENT'S ADDRESS.

Gentlemen:—I have great pleasure in calling to order the first annual meeting of the Pennsylvania State Chamber of Commerce. We might infer from this that the Pennsylvania State Chamber of Commerce is one year old. It has a greater maturity than that, because it was at a meeting held here in Harrisburg two years ago last December that this organization was created. The first year was one of trying to feel out just what our line of activity should be, and the second year has, in a certain measure, been one of reorganization. We believe now that we are fully established in personnel and in resources to do a most effective work for the agricultural, commercial and manufacturing interests of the State of Pennsylvania.

The Pennsylvania State Chamber of Commerce first of all affirms its loyalty to the Constitution of the United States and its opposition to every tendency to subvert or destroy the institutions which we have inherited from the fathers of the Republic. Whilst the purpose of the State Chamber is to devote its attention principally to State matters, nevertheless, as national issues have an overwhelming influence upon the interests of our State and State issues may at any time become national, there is no definite line of demarcation. The State Chamber so far as possible devotes its attention to State matters and leaves national issues to the care of the Chamber of Commerce of the United States of America, and to the various local Chambers of Commerce, Boards of Trade, etc., directly voicing the views of their members.

Before proceeding to refer briefly to some of the vital issues to which as Pennsylvanians, we must devote our attention, let us for a moment refer to the organization of the Pennsylvania State Chamber of Commerce itself.

The work of the Chamber divides itself into four principal groups of activities. The various local Chambers of Commerce throughout the State are co-ordinated upon national issues through the National Chamber, but hitherto have been unco-ordinated as to State issues. It is the province of the State Chamber to discern the vital issues affecting the State and to bring them before the attention of the State organizations so that they may receive due consideration by all at the same time and thus obtain the advantages of cumulative action. The business interests of many communities which have not trade organizations can be promoted and advanced by the formation of such organizations. It is a part of the duties of the State Chamber to give assistance to the business men of the various communities in creating such organizations. It is fundamentally the business of the State Chamber to give such assistance as the local Chambers may need in their work of conducting campaigns, in helping them to find speakers, and generally of encouraging their community service. These activities are in charge of the General Secretary and the Director of the Field Service.

It is part of the duties of the Pennsylvania State Chamber to study the needs of agriculture and to bring the agricultural interests into the closest harmony with the business interests of the State; as agriculture is the chief and largest

business of the country, it is peculiarly fitting that business men should support agriculture and agriculture should align itself with business.

The Legislative and Research Bureaus undertake to investigate matters which must come before the Legislature for its consideration, to ascertain what experience other States and other countries have had with measures proposed, to provide the lawmakers with definite facts and figures for their guidance rather than to leave their action to be based upon mere statements and assumptions.

The Pennsylvania State Chamber therefore acts as the agent and servant of agriculture, manufacturers and commerce, keeping all promptly informed of matters of legislation affecting them and helping each interest to give effective expressions to its views before the Legislative committees and other agencies of State government.

As I have stated, agriculture is the largest business interest of the country, and yet the farmer is isolated, he is individualistic, he is suspicious of co-operation and of efforts for the improvement of his industry. Perhaps there is no class more prone than the farmer to acquire untrue and distorted views upon social and business questions. I believe that the remedy for such erroneous conception lies in the closer co-operation between agriculture and business. There are certain measures which I believe should be supported by our State Chamber. The farmer should be permitted the utmost latitude of collective action in buying and selling. He should have the clearly expressed right by both State and Federal laws to buy, sell and bargain collectively, concerning his own products, and there should be such clarification of existing statutes that this co-operation will be permitted without fear of prosecution.

Furthermore, our national existence depends upon surrounding the business of food production and distribution with such conditions that capable men and ample capital shall be attracted to that business in order that the production and economic distribution of adequate supplies of food may be insured for all time to come. Therefore all laws and regulations relating to food production should be based on the fundamental proposition that returns to capital invested in agriculture should be equal to the returns of capital invested in other industries and businesses. The prices of farm products should be sufficient to assure production and to pay the wages essential to that end.

In calling the Industrial Conference to be held in Washington on October 5th, the President has assigned fifteen representatives to organized labor, fifteen representatives to be appointed by himself from the public at large, five by the Chamber of Commerce of the U. S. A., five by the National Industrial Conference Board, two by the investment bankers and three to represent agriculture. Fifteen men are appointed to represent from 2,000,000 to 3,000,000 organized labor, supplemented by fifteen representatives of the general public appointed by the President, and three are assigned to represent the 30,000,000 who gain their livelihood from agriculture. Surely agriculture should be allowed a more generous representation.

There is no subject at this time more vitally affecting the comfort and growth of the communities throughout our State than the question of adequate housing. This subject has been referred to a committee of which Mr. Babcock is chairman, which will make its report to this meeting. This subject reminds us that outside of the cities, the State laws impose no restrictions upon the character of building that may be lawfully erected. Buildings may be constructed in townships and boroughs which are unsanitary, which are fire traps, which are a menace to the health and lives of their occupants. It seems to me that the necessity of supplementary building laws should receive the careful consideration of this Chamber.

Probably nothing within the last fifty years has had a more profound effect upon the business of the nation and upon the cost of living than the taking over of the railways by the National Government for operation as a part of the national defense. Fortunately, the question of the continuance of Government operation has already been definitely settled by public opinion throughout the nation. The President has announced that the railways are to be returned to private operation by the end of the present year. A momentous responsibility is therefore placed upon Congress to provide for such return upon a basis of justice and equity and under conditions which will insure the possibilities of successful administration by their owners.

Railroad construction in the United States has been practically suspended during the past ten years. Who gave the order that the development of this great country's railroads should be suspended? Who ordered that no lines of new construction should penetrate the valleys of Pennsylvania, and of other States, including the great undeveloped West? What would have been the verdict of our people had Congress issued an edict that railroad construction and development should cease? And yet these very results were accomplished by legislation which was restrictive and not constructive and now the necessity is upon us of enacting constructive legislation which shall insure such a development of our transportation system as shall make up for the inaction of ten years, that shall provide the capital necessary for the building of tracks, cars, locomotives and other facilities necessary to get our products to our own markets and to the markets of the world. To this end I believe that the Interstate Commerce Commission which has so admirably discharged those judicial and restrictive functions hitherto confided to them by law should by law hereafter be confined solely to judicial and restrictive duties and that the task of providing the revenues adequate to attract the capital necessary for the development of our transportation system shall be entrusted to a separate agency.

As we sit in this room to-day, our own State and other States throughout the Union are convulsed by the demands of labor, by threats of violence, by refusal of large bodies of workmen to perform the work necessary for the support of their families and the operation of the great industries of the country. It seems appropriate, therefore, upon this occasion to define the principles which should govern the relations between capital and labor. These have been set forth by Our Country First conference held in Chicago, September 8th, as follows:—

"Adequate and efficient production is the basis of social well-being and progress for the individual and the community. It is the duty of wage payer, wage earner and the community to exert every reasonable effort for improving and increasing the quantity and quality of production. It is in the public and individual interest to secure productive efficiency through the stimulus of adequate personal reward. It is essential to recognize that mental effort of management as well as physical labor must be encouraged and properly regarded and that capital, without which industrial enterprise would be impossible, is equally entitled to receive its adequate compensation, each in accordance with its contributory value.

"Both employers and employees must be free as a matter of right to associate themselves, separately or jointly, in a lawful manner, for lawful purposes. Any employer or employee who does not desire so to associate must equally be protected in his fundamental individual right to enter a contractual employment relation mutually acceptable and subject to restrictions of law.

"No voluntary combination of employers, employees, or both, organized for common purposes and action in respect to the employment relation should in the public interest be permitted unless it accepts legal responsibility for its action and those of its officers and agents.

"The individual worker and his employer should each be free to cease the individual employment relation, provided no contractual obligation is thereby violated. Nevertheless employee and employer in Government and Public Utility Service, where the public interest is paramount, should be restrained by law from instituting by concerted action a strike or lockout, and instead effective machinery should be established in such service for prompt and fair hearing of any requests, differences or disputes touching upon the employment relation and for adequate redress of any grievances proven to be justified. These provisions should be made a part of the written or implied employment contract in such service.

"The prevailing high cost of living is the inevitable consequence of such causes as lessened production of the necessities of life and decreased productive efficiency, inflation of money, abnormally high wage rates and unduly high prices, continued exercise of war powers by the Government and Governmental wastefulness of expenditures. Employers and employees individually and by their duly instituted organizations, should pledge themselves to exert every reasonable effort for the elimination of disturbances tending to interrupt or retard production and for a speedy return of all industry to a normal basis."

Another great problem which should occupy our minds is that of the social unrest which has attacked all classes throughout the late war. The principles upon which our society is based, the relations between different classes necessarily existing in that society, the views held as to the right to acquire, own and bequeath property all have been attacked. This unrest is not confined to our country but had its origin in the minds of European socialists and in the seeds of their doctrine sown in the fertile soil of the visionary and impractical minds of the Russian peasantry, whence it has spread to other countries.

The achievements of our country in developing a broad system of education, in giving opportunities to the poorest in the land to acquire the highest rewards in every walk of life, the right of life, liberty and the pursuit of happiness have all been based upon preserving inviolate the principles for which our forefathers sought the bleak shores of America, the principles of the Constitution, the principles which have had their growth and development in civilization itself. It should be our greatest care to safeguard these principles and no effort should be spared to fill the minds of American youth with a realization of the untold blessings which they enjoy under our American system of government and to impress them with the solemn duty which rests upon them to continue this system for their children's children. (Applause.)

RESOLUTION.

At the annual meeting and convention of the Pennsylvania State Chamber of Commerce, held at Harrisburg on September 29-30, 1919, the following resolution was unanimously adopted:—

The Pennsylvania State Chamber of Commerce, in meeting assembled declares that all laws and regulations relating to food production should be based on the fundamental proposition that returns to capital invested in agriculture should be equal to the returns to capital invested in other industry and business, and that prices of farm products should be sufficient to assure production and to pay wages essential to that end.

DEPARTMENT OF AGRICULTURE

BUREAUS

ANIMAL INDUSTRY

Promotes livestock industry; prevents and eradicates disease of animals and poultry; maintains quarantines; licenses breeding animals for public service; regulates manufacture and use of biological products on domestic animals; examines and tests the healthfulness of domestic animals and poultry.

PLANT INDUSTRY

Inspects nurseries, orchards, farms, etc., infested or infected with harmful insects and plant diseases; establishes and enforces quarantine; regulates plant diseases and pests; inspects apiaries and encourages apiculture.

MARKETS

Investigates marketing of farm products; gives advice pertaining to marketing; furnishes information concerning supply, demand, prevailing prices of farm products; assists organization of public markets; investigates delays, embargoes, rates of taxation and storage of farm products.

FOODS

Enforces all laws relating to production, sale and transportation of food or drink for man; secures samples for analysis; prosecutes sale of adulterated, misbranded, or deleterious foods; inspects cold storage warehouses as to sanitation, etc.; enforces laws relating to oleomargarine, food, drink and cold storage.

CHEMISTRY

Enforces laws regulating sale and manufacture of lime, fertilizer, feeding stuffs, seeds for purity, insecticides, fungicides, oils, paint, turpentine and putties; secures samples for analysis.

STATISTICS

Collects, tabulates and publishes monthly crop reports and information pertaining to agricultural industries of the State.

PENNSYLVANIA STATE CHAMBER OF COMMERCE

OFFICERS AND DIRECTORS

PRESIDENT

Alba B. Johnson, 605 Morris Building, Philadelphia

VICE-PRESIDENTS

Howard B. French, Samuel H. French & Co., Philadelphia
W. L. Clause, Chairman Board of Directors, Pittsburgh Plate Glass Co., Pittsburgh
A. B. Farquhar, A. B. Farquhar Co., Ltd., York
Allen P. Perley, President West Branch National Bank, Williamsport

GENERAL SECRETARY

George E. Foss, Harrisburg

TREASURER

N. B. Kelly, Philadelphia

DIRECTORS

F. R. Babcock, Babcock Lumber Co., Pittsburgh
F. S. Bond, F. S. Bond & Co., Erie
Eugene C. Bonniwell, Judge Municipal Court, Philadelphia
James Cochran, Williamsport Wire Rope Co., Williamsport
B. Dawson Coleman, Lebanon
J. Benjamin Dimmick, Scranton
W. E. Dodds, Bristol
Howard B. French, Samuel H. French & Co., Philadelphia
A. J. Hazeltine, President Warren Savings Bank, Warren
John M. Jamison, President Jamison Coal and Coke Co., Greensburg
Alba B. Johnson, 605 Morris Building, Philadelphia
Archibald Johnston, Vice-President Bethlehem Steel Co., South Bethlehem
F. M. Kirby, President Miners Bank, Wilkes-Barre
D. Shelley Kloss, Vice-President First National Bank, Tyrone
Frank J. Lanahan, President Fort Pitt Malleable Iron Co., Pittsburgh
S. Forry Laucks, Vice-President York Safe and Lock Co., York
Harry B. McDowell, Vice-President McDowell National Bank, Sharon
Louis T. McFadden, President First National Bank, Canton
J. King McLanahan, Jr., Sec.-Treas., American Lime & Stone Co., Hollidaysburg
Alvan Markle, President Markle Banking and Trust Co., Hazleton
J. M. Murdock, J. M. Murdock & Brother, Johnstown
George Nicholson, Treasurer Vulcan Iron Works, Wilkes-Barre
George S. Oliver, President Chamber of Commerce, Pittsburgh
George L. Patterson, President New Castle Board of Trade, New Castle
E. J. Poole, Carpenter Steel Co., Reading
Richard M. Reilly, President Reilly Brothers & Raub, Inc., Lancaster
W. Fred Reynolds, Pennsylvania Match Co., Bellefonte
D. F. Rinn, Lumber Manufacturer and Dealer, Indiana
Worthington Scranton, Vice-President Scranton Gas and Water Co., Scranton
H. D. Shute, Vice-Pres. Westinghouse Electric and Mfg. Co., East Pittsburgh
Edwin E. Sparks, President Pennsylvania State College, State College
B. E. Taylor, Coal Operator, Brockwayville
D. E. Tracy, President Harrisburg Pipe and Pipe Bending Co., Harrisburg
Harry C. Trexler, Lumber and Cement, Allentown
Ernest T. Trigg, President Chamber of Commerce, Philadelphia
C. Z. Tryon, President Edw. K. Tryon Co., Philadelphia
C. J. Tyson, Treasurer Tyson Brothers, Inc., Flora Dale
F. W. Walker, Pres. Manufacturers' Association of Beaver County, Beaver Falls
Paul D. Wright, President Reed Manufacturing Co., Erie

BUREAUS

AGRICULTURAL—

FIELD SERVICE—Daniel N. Casey, Director

HOUSING—Ritchie Lawrie, Jr., Director

LEGISLATIVE—Robert Haight, Director

RESEARCH—Dr. C. H. Crennan, Director